

Attachment C - Management & Technical Information

See Attached

ROBERT S. KIGER

Address: 5280 South University Blvd. Greenwood Village, CO 80121 **Phone:** 303-313-0801

EDUCATION

BS Degree, Communications minor. Kansas State University, Manhattan, Kansas.
Graduated May 20, 1978.

Graduate 1980, Investment Training Institute. Atlanta, Georgia.

Masters Degree, Business Administration. University of Denver. Graduated June 1987.

PROFESSIONAL EXPERIENCE

June 1996 to Sept. 2001	Internet Commerce & Communications - Vice President, General Manager Telecommunications Services Nationwide Internet, Long Distance, and 800/900 IVR Service Bureau provider. Developed sales to the present annual level of \$6 million. Responsible for the recruitment and training of independent agents nationwide. Helped accelerate the company to one of the "Top Ten Revenue Gainers" of privately held companies in the state of Colorado. Developed a calling card program with United, American, and Delta Airlines, which has increased the company's monthly revenue by 27%. Responsible for the training and management of in-house 800/900 IVR sales staff. Responsible for the project management and implementation of all 800/900 IVR, and prepaid phone applications. Also responsible for the management of in-house engineering staff. IC&C is a publicly traded, national ISP and E-Commerce company.
June 1986 to June 1986	KIGER & ASSOCIATES, INC. - Owner Specialty Insurance Brokerage firm formed to assume book of business for Markel Service, Inc. and perform agency duties for Markel, American Bankers Insurance Company, and London Specialty markets.
September 1983 to June 1986	MARKEL SERVICE, INC. - Director, Denver Branch Opened a division office in Denver, Colorado for Markel Corporation, a 56-year-old insurance brokerage firm headquartered in Richmond, Virginia. Responsibilities included all phases of office administration, sales, and consulting for specialty insurance markets.
August 1982 to September 1983	OCCIDENTAL PETROLEUM CORPORATION - Marketing Director Antony Shadow Isle subsidiary, formulated a new division to generate security sales.
February 1982 to March 1986	GREAT NORTHERN MANAGEMENT CORP. - President Involved sales of investment securities and financial planning for individual and corporate clients. Corporation was sold March 1986.
August 1980 to February 1982	LOVANA, INC. - Executive Vice President Responsibilities included client investment and security sales, investor correspondence as well as day-to-day operation management and supervision of 50+ employees.
COMMUNITY	Denver Active 20/30 Children's Foundation - Past Chairman of a major fund-raiser for children's charities. This polo event involved extensive planning and coordinating with local television, radio, and print media. I have been involved with this event since its establishment in 1987. We have raised more than \$500,000 annually for children's charities. Denver Active 20/30 Children's Foundation - Past Board Member.
COMPUTER SKILLS	Lotus, Excel, MS Word, MS Office, MS PowerPoint, Peachtree Accounting, MS Publisher, Adobe PageMaker.
REFERENCES	Will be mailed upon request.